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COMPARATIVE ACCURACY OF TWO METHODS OF PRICING TURKEYS

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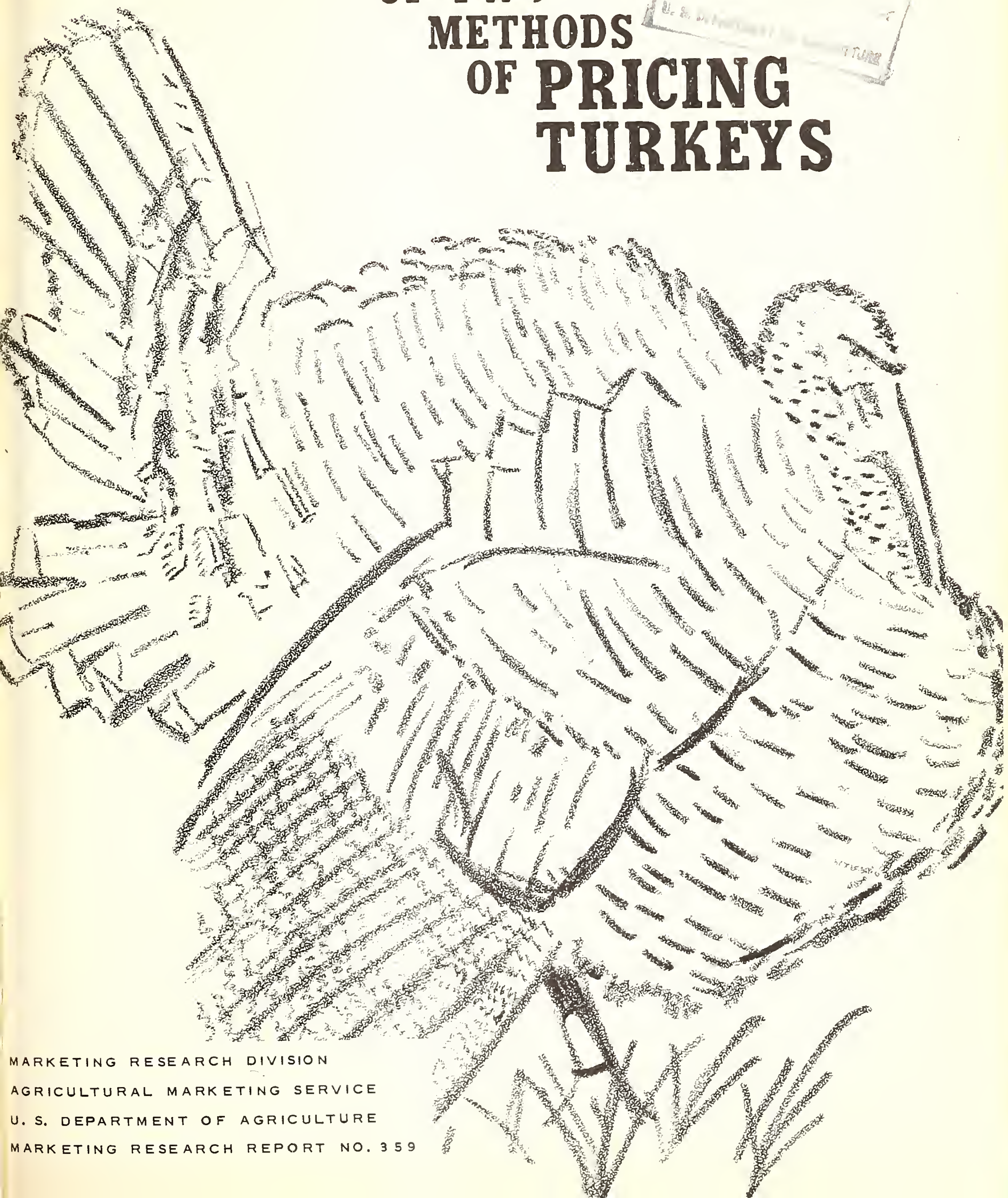

MARKETING RESEARCH DIVISION
AGRICULTURAL MARKETING SERVICE
U. S. DEPARTMENT OF AGRICULTURE
MARKETING RESEARCH REPORT NO. 359

HIGHLIGHTS

Sale of turkeys on a live, flock-run basis was found to result usually in overestimates or underestimates of both the ready-to-cook yield and the percentage of Grade A turkeys in the flocks. Although the errors of estimates may offset each other in many instances as far as the buyer-processor is concerned, such errors at times cause a grower to suffer substantial loss on the flock or two he markets in one year, and at times cause the processor to lose heavily by overpayment for birds.

Comparisons of estimated yields and grades of 153 flocks of live turkeys with the actual yields and grades, as shown by examination of the ready-to-cook birds, showed overestimates and underestimates that involved as much as several hundred dollars for individual flocks. About one-fifth of the errors in estimates were so small as to be negligible, but four-fifths of them were large enough to be of importance to growers and processors.

Sale of flocks on the basis of actual yield and grade, therefore, results in a more equitable basis of pricing for both seller and buyer. Many processors who have already adopted the ready-to-cook yield and grade basis reported that there was no added cost because of the change; others estimated that the change required one more employee.

A considerable proportion of the growers said that the change to a yield and grade basis had resulted in their producing a larger percentage of Grade A birds.

Issued August 1959

For sale by the Superintendent of Documents, U. S. Government Printing Office
Washington 25, D. C. - Price 10 cents

COMPARATIVE ACCURACY OF TWO METHODS OF PRICING TURKEYS

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Marketing Research Division, Agricultural Marketing Service

INTRODUCTION

The effectiveness with which a pricing system operates in actual practice can be of major importance in the marketing of turkeys. Questions have been raised concerning a relatively new method of buying and selling turkeys. More specifically, both turkey growers and turkey processors have been concerned with the comparative accuracy and equity of pricing turkeys on the live basis and on the ready-to-cook basis. Both groups are interested in a pricing method that will improve their industry and give them fair returns.

Although turkeys have been purchased from growers in several major producing areas on a ready-to-cook grade and yield basis for a number of years, definite information on the comparative accuracy and equity of this pricing method has not hitherto been available. Therefore, this study was conducted in Iowa, Kansas, Minnesota, Wisconsin, and Virginia in 1957 and 1958 to obtain such information.

Data were obtained from processors on 230 flocks of turkeys bought directly from growers. On each of 59 of these flocks purchased by processors on a live basis, complete data were obtained as to the number of turkeys, buyers' estimated grades and processing yields, and actual live prices paid growers. After processing, data were obtained on ready-to-cook grades, yields and values, and numbers of birds condemned in each of these same flocks.

On a second group of 94 flocks, essentially the same data were obtained. However, because these flocks were actually bought on a ready-to-cook grade and yield basis, the cooperating buyers were requested to make estimates of the grades and yields and values of the live birds as if they were buying the flocks on a live basis. On a third group of 77 flocks purchased on a live basis, data similar to those for the first group were obtained, except that no estimates of grades or yields could be secured.

Buyers' Estimates of Yield and Grade of Flocks Purchased on a Live Basis

Plant buyers overestimated ready-to-cook yields on 30 flocks and underestimated ready-to-cook yields on 29 flocks among the 59 flocks purchased on a live flock-run basis. On individual flocks, errors of overestimated yield ranged from 0.02 to 5.43 percentage points and errors of underestimates ranged from 0.01 to 4.46 percentage points. A minimum error of 0.25 percentage point of yield, either underestimated or overestimated, probably would be considered important because it would amount to 7-1/2 cents per 100 pounds of ready-to-cook turkeys when the price was 30 cents a pound. Errors of 4.46 and 5.43 percentage points, at 30 cents a pound, would amount to $1.34 and $1.63 per 100 pounds of turkeys, respectively. Such large errors undoubtedly would be considered serious by both growers and processors.

Of the 30 flocks on which buyers overestimated yields, errors of less than 0.25 percentage point were made on 13.3 percent of the flocks. Of the 29 flocks on which yields were underestimated, errors of less than 0.25 percentage point were made on 24.1 percent of the flocks. In other words, less than one-fifth of the buyers' errors in estimating yields were so small that they could be considered negligible (table 1).

Table 1.--Percentage differences between buyers' estimates (made before processing) and actual yields of 59 flocks of turkeys purchased on a live basis

Difference in yield	Estimated yield			
	Higher than actual		Lower than actual	
Percentage points	Number	Percent	Number	Percent
Less than 0.25	4	13.3	7	24.1
0.25 - 0.99	13	43.4	10	34.5
1.00 - 1.99	10	33.3	9	31.1
2.00 and over	3	10.0	3	10.3
Total	30	100.0	29	100.0

The largest errors of overestimates of yields (live turkeys to ready-to-cook) were associated with the poorer flocks of fryers, yielding less than 78 percent ready-to-cook weight. 1/ The largest error in underestimating yields was with the best flock of hens, with a ready-to-cook yield of more than 83 percent (table 2 and fig. 1).

Of the 30 flocks on which the percentages of Grade A 2/ (gradeout of live flocks) were overestimated, 40 percent had less than 2.0 percentage points of error. And of the 29 flocks on which the percentages of Grade A were underestimated, 31 percent had less than 2.0 percentage points of error. If it is assumed that an error of 2.0 percentage points of Grade A turkeys has the same value as an error of 0.25 percentage point in yield, then these errors in estimating gradeout would also be considered negligible. However, buyers' errors of estimates of Grade A ranged as high as 21.9 percentage points on flocks which were overestimated and to 11.1 percentage points on flocks which were underestimated. Such errors would be considered large by both growers and processors (table 3).

1/ Fryer--a young turkey, of either sex, weighing less than 8 pounds, ready-to-cook weight.

2/ The estimated percentages of Grade A were based on the expected ready-to-cook weights of Grade A birds.

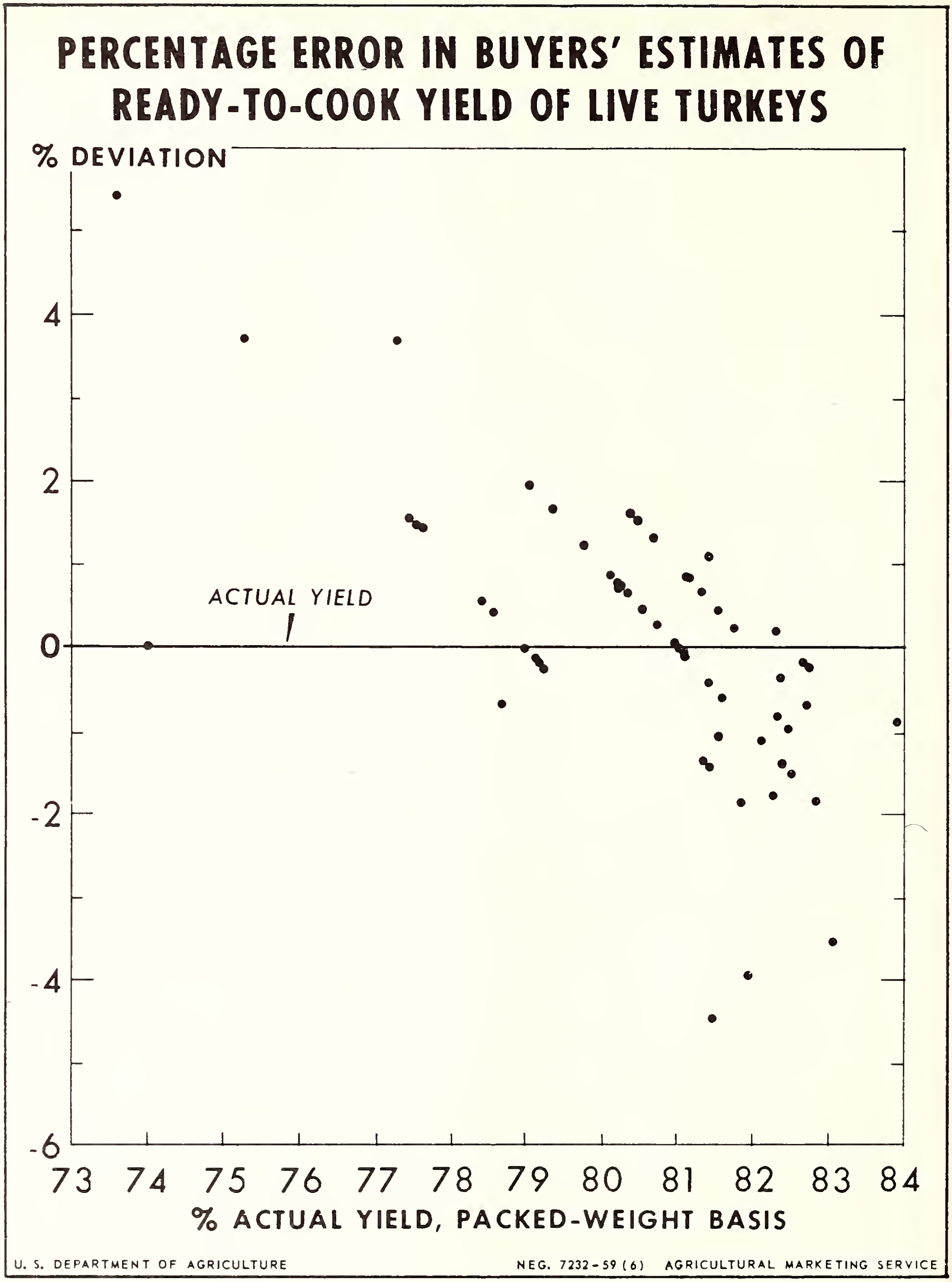
Table 2.--Buyers' errors in estimating yields (made before processing) in relation to actual yields of 59 flocks of turkeys purchased on a live basis

Actual yield 1/	Estimated yield higher than actual					
	Toms		Hens		Fryers	
	Average difference	Flocks	Average difference	Flocks	Average difference	Flocks
Percent	Percentage points	Number	Percentage points	Number	Percentage points	Number
73 - 73.9	---	---	---	---	5.43	1
74 - 74.9	---	---	---	---	.02	1
75 - 75.9	---	---	---	---	3.75	1
77 - 77.9	---	---	3.71	1	1.49	3
78 - 78.9	---	---	---	---	.50	2
79 - 79.9	1.95	1	1.35	2	---	---
80 - 80.9	.79	5	.85	6	---	---
81 - 81.9	.65	4	.79	2	---	---
82 - 82.9	---	---	.19	1	---	---
Total	.85	10	1.11	12	1.83	8
	Estimated yield lower than actual					
78 - 78.9	---	---	---	---	.69	1
79 - 79.9	---	---	---	---	.14	4
81 - 81.9	1.59	10	.44	1	---	---
82 - 82.9	1.33	2	.93	9	---	---
83 - 83.9	.90	1	3.54	1	---	---
Total	1.50	13	1.12	11	.25	5

1/ Ready-to-cook yield as a percentage of live weight and excluding condemned birds.

Table 3.--Differences between buyers' estimates of percentage Grade A (made before processing) and actual percentage gradeout of 59 flocks of turkeys purchased on a live basis

Difference in Grade A	Buyers' estimates of gradeout			
	Higher than actual		Lower than actual	
Percentage points	Number	Percent	Number	Percent
Less than 1.00	6	20.0	7	24.2
1.00 - 1.99	6	20.0	2	6.8
2.00 - 2.99	5	16.7	5	17.3
3.00 - 3.99	1	3.3	4	13.8
4.00 - 4.99	2	6.6	5	17.3
5.00 - 5.99	4	13.4	3	10.3
6.00 - 11.99	3	10.0	3	10.3
12.00 - 21.99	3	10.0	---	---
Total	30	100.0	29	100.0



PERCENTAGE ERROR IN BUYERS' ESTIMATES OF READY-TO-COOK YIELD OF LIVE TURKEYS

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Figure 1

The errors in percentage points for single flocks on which the buyers overestimated the gradeout ranged from 0.17 to 21.90 points and occurred in estimating flocks that actually graded out 85 to 89.9 percent and 55 to 55.9 percent Grade A, respectively. The lowest average error in percentage points of flocks which were overestimated was 1.86 points on fryers, and the highest average error was 6.72 points on toms. Of single flocks which were underestimated, the error in percentage points of gradeout ranged from 0.06 to 11.09 points and occurred in groups actually grading 90 to 94.9 and 85 to 89.9 percent Grade A, respectively. The lowest average error in percentage points was 1.84 points on fryers, and the highest average error was 3.90 points on hens (table 4 and fig. 2).

Table 4.--Buyers' errors in estimating percentage Grade A (made before processing) in relation to actual percentage gradeouts of 59 flocks of turkeys purchased on a live basis

Percentage in Grade A (gradeout)	Estimated gradeout higher than actual					
	Toms		Hens		Fryers	
	Average difference	Flocks	Average difference	Flocks	Average difference	Flocks
Percent	Percentage points	Number	Percentage points	Number	Percentage points	Number
55 - 59.9	21.90	1	---	---	---	---
60 - 64.9	13.19	1	---	---	---	---
75 - 79.9	2.92	3	6.35	2	---	---
80 - 84.9	3.32	3	5.06	4	5.88	1
85 - 89.9	---	---	2.61	4	.76	2
90 - 94.9	---	---	1.37	5	1.54	2
95 and over	---	---	---	---	.67	1
Total	6.72	8	3.35	15	1.86	6
	Estimated gradeout lower than actual					
75 - 79.9	4.46	1	---	---	---	---
80 - 84.9	4.04	2	1.48	1	---	---
85 - 89.9	---	---	7.19	4	.75	1
90 - 94.9	1.40	2	1.10	5	2.02	6
95 and over	---	---	4.31	8	---	---
Total	3.07	5	3.90	18	1.84	7

Since it is not customary for turkey buyers to inform growers of their estimates of percentage yields or gradeouts when buying a flock of turkeys, and since these estimates were taken directly from buyers' records, it may be assumed that the errors in their estimates appearing in these data are relatively unbiased. Analysis of the errors reveals that most of the estimates of yields or gradeouts made by buyers when buying turkeys on a live flock-run basis are inaccurate and that the differences are large enough to affect materially both returns to growers and costs to processing plants. The latter,

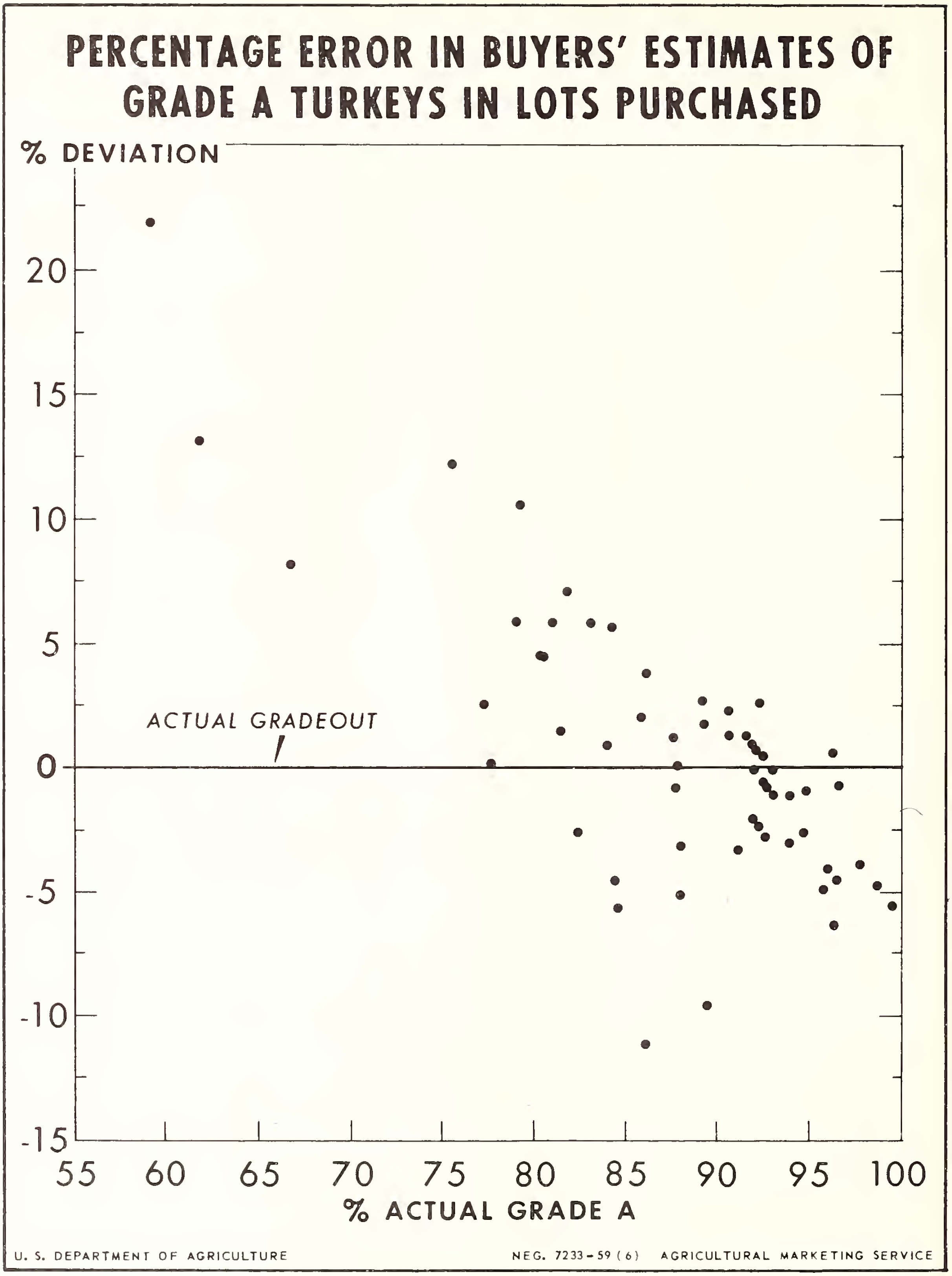
PERCENTAGE ERROR IN BUYERS' ESTIMATES OF GRADE A TURKEYS IN LOTS PURCHASED
% DEVIATION
20
15
10
5
0
-5
-10
-15
ACTUAL GRADEOUT
55
60
65
70
75
80
85
90
95
100
% ACTUAL GRADE A
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Figure 2

however, may be affected less than the former because processing plants may experience offsetting errors in buying many lots of turkeys. On the other hand, the grower rarely has the opportunity to average under- and overpayments on more than one or two lots of turkeys in any year.

Buyers' Estimates of Yield and Grade of Flocks Purchased on a Ready-to-Cook Basis

Differences between buyers' estimates of yields and gradeouts before processing and the actual yields and gradeouts of the 94 flocks purchased on a ready-to-cook basis are generally similar to the differences for the 59 flocks purchased on a live price basis, as shown in tables 1 and 2. Of the 94 flocks, yields were overestimated for 57 flocks and underestimated for 37 flocks. Also, of the 94 flocks, gradeouts were overestimated on 53 flocks and underestimated on 41 flocks.

The error of overestimates of the yields of single flocks ranged from 0.1 to 5.3 percentage points, and the error of underestimates ranged from 0.1 to 2.4 percentage points. The largest differences occurred with turkey fryers, where buyers' estimates of yields were on the high side, although all flocks were purchased on a ready-to-cook basis. The error of overestimates of total weight of Grade A birds for single flocks ranged from 0.3 to 10.6 percentage points, and the error of underestimates ranged from 1.3 to 5.5 percentage points.

Although the errors were similar between the two groups of flocks, whether they were purchased on a flock-run or a ready-to-cook basis, the range in points of error of buyers' estimates of gradeout was much larger on the 59 flocks purchased on the flock-run basis. This difference could be the result of the reported practice of selling poor quality flocks on a live flock-run basis and better quality flocks on a ready-to-cook basis. It is also possible that the buyers who estimated the gradeout of the flocks purchased on a ready-to-cook basis were better acquainted with the reputations of growers for producing quality turkeys, and therefore could estimate closer to the actual percentage gradeout.

Average Flock-Run Prices Compared With Computed Ready-to-Cook Prices

The judgment of buyers in estimating yields and gradeouts of live turkeys is reflected in the prices paid on a flock-run basis. Comparison of the flock-run prices with the computed ready-to-cook prices in the group of 59 flocks show that buyers (1) overpaid for 32 flocks, (2) underpaid for 25 flocks, and (3) paid live prices for 2 flocks which were the same as the computed ready-to-cook prices. For the 32 flocks, the average overpayment was 0.531 cent a pound, packed, ready-to-cook basis. The average underpayment was 0.611 cent a pound on the 25 flocks. These errors amounted, respectively, to $135 and $132 per flock (table 5).

If it is assumed that pricing errors of 0.25 cent a pound or less are too small to be of practical importance to either producers or processors, it may

Table 5.--Price differences between live prices paid producers and computed ready-to-cook prices of 59 flocks of turkeys on which buyers made estimates of yields or grades 1/

Price difference 2/	Live prices paid too high					
	Distribution of flocks		Packed volume	Packed cost	Live cost	Difference in payments
Cents per pound	Number	Percent	Pounds	Dollars	Dollars	Dollars
Less than 0.249	15	46.8	243,169	69,698	69,833	135
0.25 - 0.499	7	21.9	313,271	82,874	84,434	1,560
0.50 - 0.749	6	18.8	197,101	51,631	53,247	1,616
0.75 - 0.999	2	6.3	13,743	4,350	4,499	149
1.00 - 1.249	1	3.1	27,222	6,920	7,296	376
1.25 - 1.499						
1.50 - 1.749						
1.75 - 1.999	1	3.1	17,794	5,325	5,805	480
Total	32	100.0	812,300	220,798	225,114	4,316
Average per flock			25,384	6,900	7,035	135
						Cent
Average difference per pound packed						0.531
	Live prices paid too low					
						Dollars
Less than 0.249	11	44.0	246,664	75,398	75,156	242
0.25 - 0.499	6	24.0	85,574	25,002	24,589	413
0.50 - 0.749	4	16.0	80,962	25,425	24,837	588
0.75 - 0.999	2	8.0	89,252	25,234	24,378	856
2.25 - 2.499	1	4.0	12,342	3,862	3,481	381
2.50 and over	1	4.0	25,915	8,229	7,404	825
Total	25	100.0	540,709	163,150	159,845	3,305
Average per flock			21,628	6,526	6,394	132
						Cent
Average difference per pound packed						0.611

1/ This table does not include data for 2 flocks, with a packed weight of 33,341 pounds, for which live prices and ready-to-cook prices were the same.

2/ Differences between live flock-run prices paid producers and computed values on a ready-to-cook basis.

be concluded that on 28 of the 59 flocks, price differences resulting from the two buying methods were negligible. On the remaining 31 flocks, however, overpayments to growers ranged from $74 to $480 per flock and underpayments ranged from $69 to $825 per flock. Most growers probably would consider such differences substantial.

Analysis of flock-run and ready-to-cook prices on the third group of 77 flocks of turkeys purchased on a flock-run basis generally supports the findings for the other flocks. Analysis of buyers' errors in estimating yields and grades were not made for this group because of lack of essential data (table 6).

Importance of Accurate Yield Estimates

Assuming a price of 32 cents a pound for Grade A ready-to-cook turkeys, 28 cents for Grade B, and 22 cents for Grade C, a 1 percent change in yield would amount to 32 cents on 100 pounds of Grade A turkeys and less amounts for Grades B and C birds. However, a 1 percent change from Grade A to Grade B would amount to only 4 cents on 100 pounds. That is, it would require a change of about 8 percentage points from Grade A to Grade B to equal the value of a 1 percent change in the yield of Grade A turkeys.

Considerable variation in yields and grades exists which affects the returns to turkey growers. Many of these losses can be traced to bad practices of turkey growers and wasteful handling practices of truckers and processors. Additional research is needed to determine the causes of losses in yield and grade so that these losses may be minimized.

Opinions of Processors on Methods of Buying Turkeys

Most of the processors contacted in this study preferred to buy turkeys on a ready-to-cook yield and grade basis. Many had followed the practice for three or more years and claimed that it had worked out so well for both the grower and the processor that nearly all their turkeys were being bought on this basis.

The principal arguments advanced by the processors for buying turkeys on a ready-to-cook weight and grade basis were:

(1) There is less risk in buying.

(2) They paid more accurately for what they received.

(3) It was best for growers, as there was no averaging of prices paid for good and poor flocks.

(4) Since there was no grade loss in buying, they were able to pay closer to the market price.

(5) It was not necessary to spend time inspecting flocks.

Table 6.--Price differences between live prices paid producers and computed ready-to-cook prices of 77 flocks of turkeys on which buyers did not make estimates of yields or grades 1/

Price difference 2/	Live prices paid too high					
	Distribution of flocks		Packed volume	Packed cost	Live cost	Difference in payments
Cents per pound	Number	Percent	Pounds	Dollars	Dollars	Dollars
Less than .249	20	42.6	428,775	112,318	112,594	276
0.25 - .499	8	17.0	183,651	36,269	36,881	612
0.50 - .749	7	14.9	193,432	50,701	52,101	1,400
0.75 - .999	3	6.4	42,438	11,674	12,147	473
1.00 - 1.249	4	8.6	69,094	17,087	18,005	918
1.25 - 1.499	2	4.2	46,745	12,203	12,987	784
1.50 - 1.749	2	4.2	19,485	4,852	5,228	376
1.75 - 1.999						
2.00 - 2.249						
2.25 and over	1	2.1	19,289	4,775	5,385	610
Total	47	100.0	1,002,909	249,879	255,328	5,449
Average per flock			21,338	5,317	5,432	115
						Cent
Average difference per pound packed						0.543
	Live prices paid too low					
						Dollars
Less than .249	8	44.4	125,422	38,087	37,829	258
0.25 - .499	3	16.7	48,516	14,274	14,044	230
0.50 - .749	4	22.2	92,932	27,062	26,524	538
0.75 - .999	3	16.7	68,234	18,604	17,845	759
Total	18	100.0	335,104	98,027	96,242	1,785
Average per flock			18,616	5,446	5,347	99
						Cent
Average difference per pound packed						0.533

1/ This table does not include data for 12 flocks with a packed weight of 261,029 pounds for which live prices and ready-to-cook prices were the same.

2/ Differences between live flock-run prices paid producers and computed values on a ready-to-cook basis.

(6) They have been getting better flocks since buying on this basis.

(7) They lost money when buying on a flock-run basis.

(8) The volume of turkeys purchased has increased.

Many processors stated that there were no extra costs in shifting from a flock-run to a ready-to-cook yield and grade basis because the extra costs were canceled out by the savings of time required previously to inspect the flocks. Those processors who claimed there were extra costs had been buying on a ready-to-cook weight basis less than a year. They estimated that the extra time required would equal that of one person daily at a cost of $1.00 to $1.25 per hour.

Procedure Followed When Shifting Buying Method

Processors included in this study had been buying on a yield and grade basis from 9 months to over 12 years. Procedures followed by processors in changing from flock-run average price buying to the yield and grade method varied considerably. Among the processors reporting on this problem, two called meetings of growers throughout their supply areas to discuss the change and called for a vote; two discussed the proposed change only with their leading growers before announcing that it would be made; one announced the change in buying methods in his monthly newsletter to his growers; and three made the change gradually over a 6-month trial period, agreeing to pay the grower the higher of the two prices--the live price or the ready-to-cook price. Only five announced the change on short notice without advising the growers or discussing with them the merits of a change in buying methods.

In discussing the problems involved in changing over to the ready-to-cook yield and grade basis, most of the processors emphasized the importance of retaining the confidence of the growers at all times and the need of furnishing accurate and complete statements on grades, weights, and other factors on each flock purchased.

Growers' Opinions on Methods of Selling Turkeys

Thirty-two turkey growers were interviewed in Minnesota and Wisconsin regarding their opinions of selling turkeys on a ready-to-cook yield and grade basis. Twenty-seven of these growers stated that they preferred to sell on this basis. Only three said they preferred to sell on a flock-run average price basis; two other growers could not decide which method is better.

Net gains reported by 12 of the growers varied from small fractions of a cent up to 1.7 cents a pound in favor of selling on a yield and grade basis. However, one grower said he sold on a flock-run basis and got a better price than he had been offered on a yield and grade basis. The other 19 growers failed to supply information on net gains or losses between the two methods of selling.

Many of the growers (15 of the 27 who favor the yield and grade basis) feel it is the only fair way of selling, because there is no averaging of prices paid for good and poor flocks and each individual grower gets an exact reading on what his birds are worth.

Also, 12 of these growers said that since they had been selling on a yield and grade basis, they had increased the number of Grade A birds in their flocks. One grower reported that he would never have known of the skin blisters on his birds if he had sold them on a flock-run live price basis. However, a processor's statement listed this as the cause of downgrading. Another grower remarked that he is now giving his birds more space on the farm because this has improved the average grade rating of his flocks.

CONCLUSIONS

Most turkey growers have about an even chance of gaining or losing on the average price per pound when selling turkeys on a live flock-run basis compared with a ready-to-cook grade and yield basis. However, turkey growers with exceptionally high-quality birds are likely to gain considerably by selling on the ready-to-cook basis because of the pronounced tendency of buyers to underestimate market values of the superior quality flocks. At the same time, growers with the poorest quality flocks gain by selling on the live basis because buyers frequently overprice such flocks. Since these pricing errors are eliminated when processors buy turkeys on a ready-to-cook grade and yield basis, it is to be expected that more growers would produce flocks of higher quality which would provide a better product for the retail market.

The additional costs of buying on a ready-to-cook grade and yield basis have been negligible for most plants.

COST OF READY-TO-COOK TURKEY AT DIFFERENT LIVE PRICES AND AT VARIOUS PERCENTAGES OF YIELD

Cost per pound live weight	Cost in cents per pound of Grade A ready-to-cook turkey 1/										
	85 Percent yield	84 Percent yield	83 Percent yield	82 Percent yield	81 Percent yield	80 Percent yield	79 Percent yield	78 Percent yield	77 Percent yield	76 Percent yield	75 Percent yield
Cents	Cents	Cents	Cents	Cents	Cents	Cents	Cents	Cents	Cents	Cents	Cents
20	23.5	23.8	24.1	24.4	24.7	25.0	25.3	25.6	26.0	26.3	26.7
21	24.7	25.0	25.3	25.6	25.9	26.3	26.6	26.9	27.3	27.6	28.0
22	25.9	26.2	26.5	26.8	27.2	27.5	27.8	28.2	28.6	28.9	29.3
23	27.1	27.4	27.7	28.0	28.4	28.8	29.1	29.5	29.9	30.3	30.7
24	28.2	28.6	28.9	29.3	29.6	30.0	30.4	30.8	31.2	31.6	32.0
25	29.4	29.8	30.1	30.5	30.9	31.2	31.6	32.0	32.5	32.9	33.3
26	30.6	31.0	31.3	31.7	32.1	32.5	33.0	33.3	33.8	34.2	34.7
27	31.8	32.1	32.5	32.9	33.3	33.8	34.2	34.6	35.1	35.5	36.0
28	32.9	33.3	33.7	34.1	34.6	35.0	35.4	35.9	36.4	36.8	37.3
29	34.1	34.5	34.9	35.4	35.8	36.3	36.7	37.2	37.7	38.2	38.7
30	35.3	35.7	36.1	36.6	37.0	37.5	38.0	38.5	39.0	39.5	40.0
31	36.5	36.9	37.3	37.8	38.3	38.8	39.2	39.7	40.1	40.8	41.3
32	37.6	38.1	38.6	39.0	39.5	40.0	40.5	41.0	41.6	42.1	42.7
33	38.8	39.3	39.8	40.2	40.7	41.3	41.8	42.3	42.9	43.4	44.0
34	40.0	40.5	41.0	41.5	42.0	42.5	43.0	43.6	44.2	44.7	45.3
35	41.2	41.7	42.2	42.7	43.2	43.8	44.3	44.9	45.5	46.1	46.7
36	42.4	42.9	43.4	43.9	44.4	45.0	45.6	46.2	46.8	47.4	48.0
37	43.5	44.0	44.6	45.1	45.7	46.3	46.8	47.4	48.1	48.7	49.3
38	44.7	45.2	45.8	46.3	46.9	47.5	48.1	48.7	49.4	50.0	50.7
39	45.9	46.4	47.0	47.6	48.1	48.8	49.4	50.0	50.6	51.3	52.0

1/ These figures do not include charges for processing, hauling, and storage. Neither do they include any allowance for differences in grade. For each 20 percent drop in grade from A's to B's, add 1 cent per pound to the ready-to-cook cost. For example, where a lot graded 80 percent A's and 20 percent B's, 1 cent would be added to the above figures.

Source: Adapted from a table prepared by the Norbest Turkey Growers Association, Salt Lake City, Utah.

☆ U. S. GOVERNMENT PRINTING OFFICE : 1959 O - 517874